

How to Transition or Sell Your Business

Exit Planning 101



An educational workshop for business owners, attorneys, accountants and financial advisors. Attendees will learn about: determining a company's value, maximizing and protecting its value, finding an outside buyer and transferring ownership to the next generation or key employees while minimizing taxes.

Select from seven convenient dates and locations

Overland Park, KS - 3/30 • Wichita, KS - 4/6
Garden City, KS - 4/12 • Overland Park, KS - 4/21
Topeka, KS - 4/27 • Parsons, KS - 5/5 • Winfield, KS - 5/11



Sponsored by



The Kansas Small Business Development Center Network is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Kansas Department of Commerce.

4.0 CLE/CPE/CE credits available for professional advisors

Strictly confidential and nonobligatory

four ways to register



Call: 913.897.3599



Email: info@AlliedBizGroup.com



Fax: 1.888.857.0169



Mail: Allied Business Group, Inc.
7007 College Blvd., Suite 400
Overland Park, Kansas 66211

How to Transition or Sell Your Business *Exit Planning 101*

Send registration form with payment to Allied Business Group, Inc.
7007 College Blvd., Suite 400 • Overland Park, Kansas 66211

Questions: Call (913) 897-3599 or email info@AlliedBizGroup.com

Cancellation Policy: No refunds granted after March 25, 2011. A colleague may attend in your place.

Date (select one) • Workshop time 11:30 am – 4:00 pm

- | | | |
|---|--|---|
| <input type="checkbox"/> March 30 • Overland Park | <input type="checkbox"/> April 6 • Wichita | <input type="checkbox"/> April 12 • Garden City |
| <input type="checkbox"/> April 21 • Overland Park | <input type="checkbox"/> April 27 • Topeka | <input type="checkbox"/> May 5 • Parsons |
| <input type="checkbox"/> May 11 • Winfield | | |

1st Attendee Name

2nd Attendee Name

Company Name

Confidential Address

City/State/Zip

Email

Telephone

Payment: _____ **\$40 per attendee**

_____ Add \$59 to receive 4.0 Continuing Education credits

Enclosed is \$ _____ payable to "Allied Business Group, Inc."

Name as it appears on credit card

Expiration date

Credit card #

Billing zip code

Circle one:



about our workshop

Exit planning is both an inevitable and necessary component of every family business enterprise. Whether you're transitioning ownership from one generation to the next or selling the business to an outside buyer, there are foundational structures and thought processes that can enhance the likelihood of a positive and productive change. This workshop will explain proven strategies for success from the distinct vantage points of a business appraiser, business intermediary and exit planner.

Attorneys, accountants and financial advisors will also benefit from this program, which highlights new developments and latest practice trends.

All attendee information will remain strictly confidential. Attendees will be identified only by first names.

When and Where

Six locations and seven dates are being offered to accommodate your schedule. Seating is limited to 25 attendees at each event.

Wednesday, Mar. 30th

Overland Park, KS

Johnson County
Community College
12345 College Boulevard
Overland Park, KS 66210

Wednesday, April 6th

Wichita, KS

Hereford House
Terradyne Country Club
1400 Terradyne Dr., Ste 100
Andover, KS 67002

Tuesday, April 12th

Garden City, KS

Samy's Steakhouse
1911 East Kansas Ave
Garden City, KS 67846

Thursday, April 21st

Overland Park, KS

Johnson County
Community College
12345 College Boulevard
Overland Park, KS 66210

Wednesday, April 27th

Topeka, KS

Top of the Tower
534 S Kansas Avenue
Topeka, KS 66603

Thursday, May 5th

Parsons, KS

Parsons Country Club
1187 24000 Road
Parsons, KS 67357

Wednesday, May 11th

Winfield, KS

Montana Mike's Steakhouse
3727 Quail Ridge Drive
Winfield, KS 67156

Registration Fee

\$40 per attendee (includes gourmet lunch)
Add \$59 to receive 4.0 Continuing Education credits

Continuing Education Credits

Four (4.0) hours of CLE/CPE/CE credit for attorneys, CPAs and CFPs in Kansas and Missouri is available.

Benefits for You

- Learn how to maximize and protect the value of your business
- Hear proven techniques on how to prepare a business for sale
- Ask questions about issues critical to your business exit plans
- Hear our advisors' perspectives on best practices when exiting a business
- Take home a workshop manual citing key exit planning strategies and solutions

schedule at a glance

11:00 Check in

11:30 Lunch

12:00 What is Your Company Worth and Ways to Increase its Value

- Kelly Skarda, Certified Business Appraiser
Allied Business Group, Inc.
- Why a business valuation is a critical element to any exit strategy
- Understanding the process of valuing a privately held business
- Top 5 value drivers - how they affect the value of a company
- Understanding business valuation approaches: market, income and asset
- When valuation discounts are applicable and how they are calculated

12:50 10 minute break

1:00 How a Controlled Process Can Maximize Proceeds from a Business Sale

- Tim Skarda, Certified Business Intermediary
Allied Business Group, Inc.
- Preparing your business for sale
- Understanding differences in buyers: individuals, private equity and strategic acquirers
- How the best buyers can compete while maintaining confidentiality
- Third party financing options and structures for acquirers
- Timing the sale: internal and external factors to consider

1:50 10 minute break

2:00 How To Run Your Business So You Can Leave It In Style™

- Garrett L. Griffin and Jason M. Salinardi
Exit Planners & Estate and Tax Planning Attorneys
BridgeBuilder - Plans for Life
- Overview of the ingredients of a successful exit
- Identify the 3 Universal Exit Objectives
- Protect assets from potential business and personal creditors
- Motivate and retain key employees
- Build a solid management team and groom a successor

2:50 10 minute break

3:00 Succession Success

- Garrett L. Griffin and Jason M. Salinardi
Exit Planners & Estate and Tax Planning Attorneys
BridgeBuilder - Plans for Life
- Achieve exit objectives of:
 - Selling to a key employee
 - Transferring to a child
- Minimize tax consequences
- Planning for non-business active children

3:50 Private Q & A: Our presenters will stay until your questions are answered

speaker bios



Tim Skarda



Kelly Skarda



www.AlliedBizGroup.com

Tim Skarda is President and Founder of Allied Business Group, Inc., a mergers and acquisitions and business valuation firm in Overland

Park, Kansas. Tim has assisted with and completed over one hundred business sale transactions in a wide range of industries including: manufacturing, distribution, retail, construction, healthcare and business services. Tim has also assisted with hundreds of business valuation reports ranging from small, sole proprietorships to corporations in excess of \$100 million in enterprise value. Tim received a bachelor's degree in business administration and an MBA in finance from the University of Kansas.

Kelly Skarda leads Allied Business Group's business valuation and litigation services department. A Certified Business Appraiser (CBA) and Accredited Senior Appraiser (ASA), she provides business valuations for clients nationwide, in industries ranging from manufacturing and distribution to construction and healthcare. Kelly has also testified as an expert witness in several court cases, both to support her valuation reports and evaluate the reports of other professionals. Kelly graduated magna cum laude with a bachelor's degree in finance from Kansas State University and earned her MBA in finance from the University of Missouri - Kansas City.



Jason Salinardi



Garrett Griffin



www.BridgeBuilderKDA.com

Jason M. Salinardi and Garrett L. Griffin are co-founders of BridgeBuilder - Plans for Life, an exit planning & estate and tax planning practice

in Lenexa, Kansas. BridgeBuilder represents privately and family-owned businesses throughout Kansas and Missouri. Utilizing The Seven Step Exit Planning Process™, BridgeBuilder has developed SuccessionPlan^{PLUS}, an innovative solution used to assist closely-held and family-owned businesses in planning for the single, most critically important financial event of their lives - the transition and exit out of their business.

Jason earned a B.S. and Master's in Accountancy from the University of Missouri-Columbia, a Juris Doctor from the University of Missouri-Columbia, and an LL.M. in Taxation from the University of Missouri - Kansas City. Jason is currently a candidate to become a Certified Exit Planner (CEP). Garrett earned a B.S. in Business Administration from William Jewell College, and a Juris Doctor and LL.M. in Taxation from the University of Missouri - Kansas City.

Learn 7 tips to increase and protect the value of your business at www.AlliedBizGroup.com/Tips

Discover the 8 available exit planning routes at www.BridgeBuilderKDA.com/exitroutes

For more information about the Kansas Small Business Development Center please visit www.ksbdc.biz